

48 Wall Street,  
New York 5, N.Y.

May 10, 1946.

Dear Friend:

First my congratulations on the outcome of Nuremberg. It all worked out for the best. My apprehensions that you would first appear and be attacked as a defense witness proved groundless and it seems to me the whole strategy was excellent. As I have already written, the press reports in this country were on the whole favorable. The one point where the press was inaccurate was in somewhat misrepresenting your relationship to our work. Wherever I had a chance, I have corrected this and when your book comes out here, this will be the best time to put a final quietus on it.

Now, with regard to the book. I did not conclude with Doubleday, as what they insist on is the publication of the two volumes in this market as one volume, using the best material from the two volumes. From the point of view of the success of the volume and the proper presentation of your position here, this is probably the correct method of procedure. It would be undesirable in any event to bring out your volume during the summer. It should come out for the fall trade and that should give us time to get instalments of the second volume as you prepare them and then fit them in to one story. When, as I confidently believe, this volume is a success, then we can consider bringing out a second volume with any omitted material. Here it is essential in the difficult atmosphere surrounding books regarding Germany to crack down with everything you have in the first volume. You will stand or fall on that as far as publicity here is concerned. Houghton Mifflin is prepared to consider the possibility of bringing out the material in two volumes simultaneously but, like Doubleday, are inclined to prefer one volume to cover the two Swiss volumes.

I enclose two memoranda, one giving the Doubleday offer and the other the Houghton Mifflin offer, both of which have been given me orally but I have no doubt that they will be backed up. On its face the Doubleday offer is not quite as attractive as the Houghton Mifflin offer but the amount of the advance royalty is not of vital importance. Assuming a sale price of between \$3 and \$4, your royalty per book would be something over fifty cents and, if 20,000 copies were sold, you would in any event reach the \$10,000 figure. Of course, when a publishing house gives a substantial advance against royalty, they have that much of an investment which is an incentive to them to push the volume. To my mind either house would be wholly satisfactory. In general, Doubleday has somewhat greater distribution facilities. On the other hand, Houghton Mifflin has shown a very aggressive interest in the book.

-2-

If neither offer is satisfactory to you, I probably could get an offer from Macmillan but they decline to go into a competitive situation and I doubt whether they would do any better than either of the other two houses.

Upon receipt of this letter kindly send me a cable as to procedure. If you wish me to sign a contract with either publishing house, please cable me as follows:

"I hereby designate you as my attorney in fact to conclude on my behalf a contract with (here insert name of publisher) for the American and Canadian rights for my manuscript To The Bitter End appearing in two volumes in Switzerland on such terms and conditions as you may approve."

If you are willing to include the right to dispose of British rights on your behalf, that also should be noted in the cablegram.

I am sending a copy of this letter to Mary in Zurich in case you are there rather than at your old address.

Faithfully,

A. W. Dulles

H. B. Gisevius, Esq.,  
Commugny sur Coppet,  
Vaud, Switzerland.

P.S. I have just talked to an expert here in the office on publishers' contracts. The royalties offered in both contracts are in his opinion entirely fair and the advance payment suggested by Houghton Mifflin is unusually high.

A.W.D.